



Where Business Comes Naturally

Elk River for your Data Center

Why Elk River is the Natural Choice:

Site options available

More than 40 acres of bare-land site options available, including 10 acres of space ready for development directly adjacent to two Fortune 50 data centers.

Communications

Zayo - Dark fiber and carrier-neutral colocation and interconnection

Century Link - IQ Networking Private Port

Charter - High Speed Internet and Fiber Optic Internet

Expedited approval

Having turned around data center projects in fewer than 90 days, the City of Elk River can offer valuable assistance in expediting construction of your new facility.



Business comes naturally to Elk River. So much so that we're now one of Central Minnesota's fastest growing business communities, with a job growth rate of 30% and over 50 manufacturers calling Elk River home.

Elk River is situated just 35 miles northwest of the Twin Cities with immediate access to US Highways 10, 169, and 101, the Northstar Commuter Rail, and MSP International Airport.

Elk River Municipal Utilities (ERMU) has superb water quality, and electrical reliability that earned them the prestigious designation RP³. Their electrical service provides 99.9999% reliability and an infrastructure large enough to handle the demands of a data center. The water for cooling has very little mineral content.

Community at Large

The heart of downtown Elk River is located at the convergence of the Elk and Mississippi Rivers. Downtown offers quaint shops, restaurants, and services along with progressive fitness and wellness offerings. Elk River is a friendly city with big city conveniences.

Elk River offers recreation far above most cities. With 42 parks, over 75 miles of paved sidewalks that connect to various hiking, biking, and walking trails including the Mississippi Regional Trail, there are plenty of recreational options for all the outdoor enthusiasts. Elk River is truly "Powered by Nature."



DATA CENTER | ENERGY | MANUFACTURING | MEDICAL-DEVICE TECHNOLOGY

City of Elk River, Minnesota

Economic Development Department

763.635.1000 | www.ElkRiverMN.gov





Where Business Comes Naturally

Elk River Demographics

Business Financing and Incentive Programs

The City of Elk River, Economic Development Authority (EDA), and Housing and Redevelopment Authority (HRA) participate and have access to the following programs which can be found at

www.ElkRiverMN.gov

- Energy Efficiency Improvement Program - Financing for energy efficient upgrades.
- Micro Loan Programs - 4 Microloans available.
- Industrial Incentive Financing Program - Developed to offset the costs associated with locating or expanding a business.
- Tax Increment Financing (TIF) and Tax Abatement Available to subsidize development projects in the City of Elk River that would otherwise not occur without public assistance.
- PACE - Property Assessed Clean Energy - A financing tool used to assist with improvements that increase energy efficiency.



Population	23,370
Median Age	34.8
Median Household Income	\$71,595
Elk River Job Growth Rate	2.5

Water

Municipal water source	Wells
Storage Capacity	4,000,000 gal
Pumping Capacity	10,000,000 gal p/day

Tap water hardness	low-medium level of all substances
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Peak Demand	5,000,000 gal p/day
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Electricity

Electric Utility #1	Elk River Municipal Utilities
Peak	61 MW
Reliability	99.99% Reliable

Annual Energy Sales	270,000,000 kWh
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# of Customers	9,358
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Electric Utility #2	Connexus Energy
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Natural Gas

Gas Service	Center Point Energy
Rates and billing	800.245.2377

Sanitary Sewer-Municipal

Plant Capacity	2,200,000 gal p/day
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Average Demand	1,200,000 gal p/day
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Contact Elk River Utilities	763.441.2020
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College/ Post Secondary Schooling	
School	Distance
Anoka Technical College	9 miles
Hennepin Technical College	18 miles
Anoka Ramsey Community College	15 miles
University of Minnesota Twin Cities	37 miles
St. Cloud State University	35 miles
Minnesota School of Business Elk River	1 mile
5 Private Universities	40 miles or less
Art Institute of Minneapolis	40 miles
Air	
Anoka County/ Blaine Airport	25.3 miles
St. Cloud Regional Airport	39.2 miles
Minneapolis/St. Paul International Airport	49.8 miles
Transportation	
Interstate Highways	7 miles to I-94
Federal Highways	U.S. 10, U.S. 169
States Highways	101
Rail	
Burlington Northern Santa Fe	
Northstar Commuter Rail	
Amtrak Passenger	



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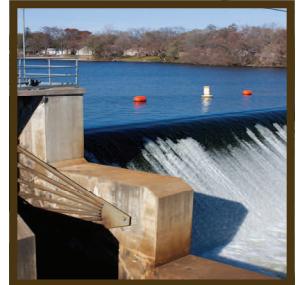
Where Business Comes Naturally

City Specifications

Premier Transportation

Elk River is situated just 35 miles northwest of the Twin Cities

- Immediate access to US Highways 10, 169, and 101.
- The Northstar Commuter Rail and the Amtrak passenger transportation to the Twin Cities and major Sporting Facilities.
- The MSP International Airport less than an hour away
- Within 30 miles of St. Cloud and Blaine Regional Airports.
- BNSF Railroad with transportation of various resources daily.
- City Community Development and Planning staff experienced and ready to complete your project and welcome you to become our third Data Center.



Elk River Municipal Utilities (ERMU)

- Earned the prestigious designation RP³
- Electric service provides 99.9999% reliability
- Water sourced from wells with very little mineral content
- Large underground infrastructure able to meet a Data Centers needs
- Competitive water and electric rates
- Completed two Data Center projects already, on time, on budget, and continues to service their needs on a timely and affordable basis

Fiber Optics

Available Communication Options

Zayo - Dark fiber and carrier-neutral colocation and interconnection

Century Link - IQ Networking Private Port

Charter - High Speed Internet and Fiber Optic Internet



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Workforce

Elk River a Highly Educated City

Elk River is situated just 35 miles northwest of the Twin Cities hub of Colleges including:

- Anoka Technical College
- Hennepin Technical College
- Anoka Ramsey Community College
- University of Minnesota Twin Cities
- St. Cloud State University
- Minnesota School of Business Elk River
- 5 Private Universities
- Art Institute of Minneapolis

Anoka Technical College offers computer software and hands on training just 10 miles from Elk River.



Elk River has a young and growing population with a median age of just 34.8 and a potential workforce of 69.3%.

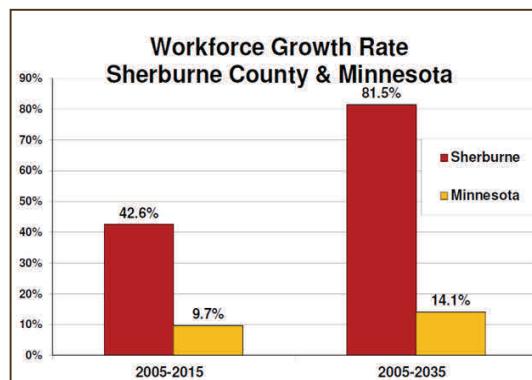
Elk River is a net labor exporter, there are more people here than jobs available. But Elk River draws in about 8,000 employees from surrounding cities. Employees in the area have a high willingness to work even with the current conditions, given Elk Rivers unemployment rate is close to zero.

Elk River has a current surplus of workers that creates conditions for wages that favor employers with lower than average wage expenses for companies in the area.

Workforce Potential

Elk River's population is highly educated that meets expectations of excellent workforce needs.

- 94.7% have a High School diploma
- 29.1% have a Bachelor's degree or higher.



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Financial Incentives

Elk River

- **Energy Efficiency Improvement Program** - Financing for energy efficient upgrades
- **Micro Loan Programs** - 4 Microloans available
- **Industrial Incentive Financing Program** - Developed to offset the costs associated with locating or expanding a business
- **Tax Increment Financing (TIF) and Tax Abatement** - Available to subsidize development projects in the City of Elk River that would otherwise not occur without public assistance
- **PACE - Property Assessed Clean Energy** - A financing tool used to assist with improvements that substantially increase energy efficiency

Minnesota Financing Solutions

Minnesota Investment Fund - Financing available for industrial, manufacturing, and technology-related businesses.

Capital Access Program - Loans for businesses looking to grow or expand their operations in Elk River.

Emerging Entrepreneur Fund - Loans for small businesses or startups looking to finance a new or expanding venture in the City of Elk River

Small Business Loan Guarantee - Provides financing guarantees of up to 70% of loan amounts from community development corporations or other nonprofit lenders.

Minnesota Job Creation Fund - IT Corporations and large manufacturing may be eligible when locating or expanding in the City of Elk River. Awards available for up to \$1 million for costs of construction.

Other Financing Solutions

Central Minnesota Development Company (CDMC) - Authorized to provide SBA 504 financing in the City of Elk River.

Enterprise Minnesota - Offers financing and consulting services.

Initiative Foundation - The Initiative Foundation offers a variety of grants, scholarships, and financing options to businesses in Central Minnesota.

Minnesota Business Finance Corporation (MBFC) - Lender authorized to provide SBA 504 loans in the City of Elk River and throughout Minnesota.

Minnesota Job Skills Partnership - Businesses may be eligible for training grants of up to \$400,000 when partnering with educational institutions to train or retrain employees.

Small Business Development Center (SBDC) - The SBDC provides professional guidance for people looking to launch, manage, grow, or assess funding opportunities for small businesses.

United States Department of Agriculture (USDA) - Offers loans of up to \$25 million to improve and develop Minnesota businesses and industries.



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Development Advantages

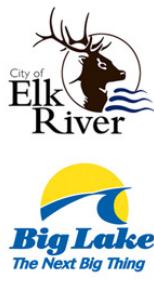


Workforce growth, access, quality sites, supportive communities

Location and Access

- ✓ Approximately 50 miles to MSP International Airport
- ✓ “The path of growth” between St. Cloud and Minneapolis-St. Paul
- ✓ 4-lane US Highway 10
- ✓ Minutes to I-94
- ✓ Northstar Commuter Rail
- ✓ BNSF mainline Seattle □□ Chicago
- ✓ St. Cloud Regional Airport & Princeton Municipal Airport

Sherburne County in partnership with...



Workforce

- ✓ Concentration of manufacturing in Central MN & North Metro
- ✓ Exceptional workforce growth
- ✓ Access to recent higher education grads
- ✓ Stable, rural workforce; reverse commute from metro or St. Cloud expands managerial/technical/professional labor pool
- ✓ Manufacturing wage 15% lower than the US and 28% lower than the seven-county metro

Workforce Education and Training

- ✓ SCSU MS of Information Assurance (NSA & Homeland Security designated for excellence - benefits data center and information technology businesses)
- ✓ SCSU School of Business –Accredited undergrad and MBA
- ✓ SCSU - Computer, Electrical, Manufacturing and Mechanical Engineering accredited undergrad programs
- ✓ St. Cloud Tech –Center for Manufacturing and Applied Engineering
- ✓ Anoka Tech – Information Technology, Manufacturing Technology and Industrial Engineering

Data center, manufacturing & energy expertise

- ✓ Two Fortune 50 Data Centers & satellite uplink
- ✓ High concentration of fabricated metal product manufacturing
- ✓ Extensive workforce expertise in energy and alternative energy

2012 Population

- Sherburne County – 89,457
- City of Becker – 4,609
- City of Big Lake – 10,334
- City of Clear Lake - 569
- City of Elk River – 23,147
- City of Princeton – 4,727 (Sherburne – 104)
- City of St. Cloud – 65,798 (Sherburne - 6,811)
- City of Zimmerman – 5,242

Development Ready Communities

- ✓ Capable economic development staff and supportive local government officials
- ✓ Publicly-owned development sites in five communities
- ✓ Two MN Certified Shovel Ready Industrial Parks
- ✓ Sandy, well drained soils, excellent utilities and telcom
- ✓ Financing tools, local revolving loan funds, TIF and abatement policies in place
- ✓ Strong partnerships with technical colleges and St. Cloud State

Development Sites



Elk River – Data Center Site

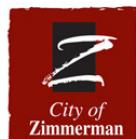
- Adjacent to two Fortune 50 data centers
- Multiple fiber-optic service providers
- Municipal electric service - redundant
- Excellent power rates & state tax incentives
- 25+ acres available
- Cool northern climate

Contact: Dan Weber, Sherburne County

763-765-4901

dan.weber@co.sherburne.mn.us

Sherburne County in partnership with...



Zimmerman

Public Safety Addition - 8+ acres available, fully serviced, County owned industrial park

Contact: Randy Piasecki, City Administrator

763-856-4666

rpiasecki@sherbtel.net

Becker Industrial Park

- 70 acres available, fully serviced, city owned industrial park – Certified Minnesota Shovel Ready
- BNSF mainline, city-owned spur, on-site logistics firm specializes in rail off-loading and reloading
- 98,000 population within 15 mile radius
- Part of a 300 acre site zoned industrial Intermodal rail facility adjacent to the industrial park

Contact: Amanda Fiedler, Comm. Dev. Coordinator

763-200-4246

afiedler@ci.becker.mn.us



Big Lake Industrial Park

- 38 acres available, fully serviced, city-owned industrial park – Certified Minnesota Shovel Ready
- New wastewater treatment plant, capacity available
- 185,018 population within 15 mile radius

Proposed Big Lake Rail Park

- 185 acre, with 4,100 lineal foot spur and trans-load facility

Contact: Jessica Green, City Administrator

763-263-2107

jessica.green@ci.big-lake.mn.us

Elk River

- Nature's Edge Business Center – 8+ acres zoned light industrial
- Northstar Business Park – 2 sites (4.3 and 7.24 acres) – zoned business park
- 359,576 population within a 15 mile radius

Contact: Brian Beeman, Director of Economic Development

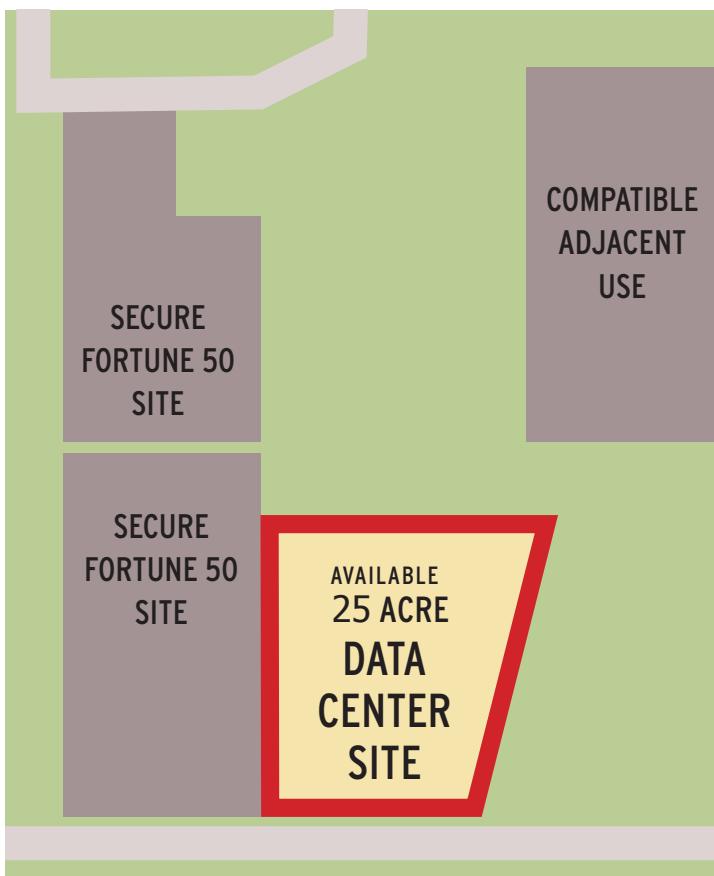
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bbeeman@elkrivermn.gov

POWER FOR THE e-AGE



SHERBURNE COUNTY ECONOMIC DEVELOPMENT



CONTACT:
Steve Taylor
Sherburne County Administrator
763.765.3006

Steve.Taylor@co.sherburne.mn.us

Available:

PRIME DATA CENTER SITE



- Adjacent to two Fortune 50 data centers
- Multiple fiber-optic service providers
- Redundant electric service
- Municipally owned utility
- Excellent power rates
- 25 acre site
- Located in Elk River, MN -a leader in energy innovation
- Reliable teamwork with local government

POWER FOR THE E-AGE



SHERBURNЕ COUNTY ECONOMIC DEVELOPMENT



Satellite uplink for Direct TV's midwest operations

Consider the Advantages:



Two FORTUNE 50 DATA CENTERS and DIRECT TV located in Sherburne County

- Competitive fiber-optic providers
- Competitively priced, redundant electric service
- Proximity to the Minneapolis / St. Paul metro area - home to 21 Fortune 500 companies
- Minnesota's world class workforce
- Electrical engineering and technical training available
- Reliable teamwork with local government
- Cool northern climate

CONTACT:

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Sherburne County Administrator

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Steve.Taylor@co.sherburne.mn.us



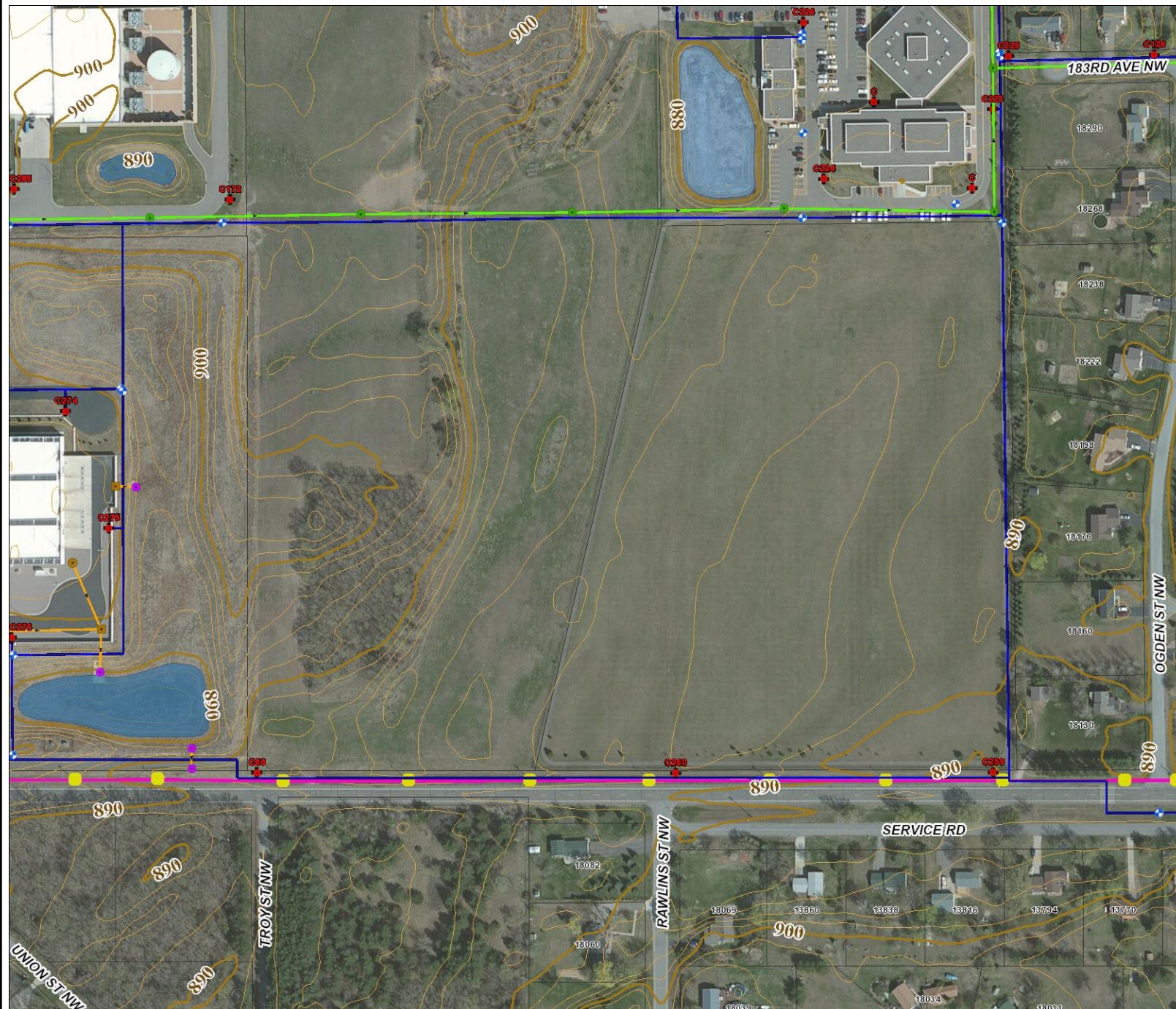
Legend

- City Limits
- Sanitary Manhole
- Air Release Manhole
- Sanitary Valve Manhole
- Sanitary Clean Out
- Sanitary Lift Station
- Wet Well
- Sanitary Gravity Pipe
- Force main
- Storm Manhole
 - Manhole
 - Clean Out
 - Special Structure
- Storm Catch Basin
- Storm Apron
- Outlet Control Structure
 - Outlet Control Structure
 - Emergency Overflow
 - Overflow Structure
- Storm Pipe
- Storm Ponds
 - Municipal Pond
 - Private Pond
 - State Pond
 - Unknown
- + Water Hydrants - GPS
- Water Valves - GPS

DataCenter

Disclaimer:

This drawing is neither a legally recorded map nor a survey and is not intended to be used as one. This drawing is a compilation of records, information, and data located in various city, county, and state offices, and other sources affecting the area shown, and is to be used for reference purposes only. The City of Elk River is not responsible for any inaccuracies herein contained.



FIND YOUR CENTER



LOCATE YOUR DATA CENTER IN MINNESOTA

Minnesota's tax incentives make it more attractive than ever to build data and network operation centers in Minnesota.

Qualifying projects* receive sales tax exemptions for 20 years on:

- Computers and servers
- Cooling and energy equipment
- Energy
- Software

And, regardless of size, they pay no personal property tax – ever.



*Companies that build data or network operation centers of at least 25,000 square feet and invest \$30 million in the first four years qualify for the tax break.



FIND YOUR CENTER

FIND YOUR CENTER: LOWER BUSINESS TAXES

At first glance, Minnesota appears to have high business taxes because its corporate income tax rate is higher than most states. However, other **favorable tax provisions produce tax competitive advantages for Minnesota.**

Minnesota does not tax personal property, intangible property, inventories, utilities, Internet access, information services or custom-created software.

These exemptions, along with incentives and low tax liability on new investments, make Minnesota an attractive location for data centers. Unlike many states, these incentives result not only in front-end savings but long-term operational savings for the facility.

Minnesota business taxes rank **20th lowest in the nation**, according to a report by Ernst & Young and the Council on State Taxation, which assessed business taxes as a share of private gross state product for fiscal year 2012.

Additionally, Minnesota's carryforward and lack of throwback **encourage business startups**, while the research and development credit spurs Minnesota innovation and helps offset some tax liabilities.

This competitive tax structure and high quality of life makes Minnesota a perfect location.

CORPORATE INCOME TAX RATE

Corporate Income Tax Rate	Apportionment Formula	Throwback Rule	Carryforward	R&D Credit
9.80%	100% sales	No	0 back, 15 taxable years forward	10% of qualifying expenses up to \$2 million and 2.5% thereafter

Source: 2013 State Tax Handbook, CCH Inc.

FIND YOUR CENTER: THE RIGHT CLIMATE REDUCES UTILITY AND OTHER COSTS

Cooler weather and less storm damage make Minnesota an ideal location for any data center.

Data centers need to be continuously up and running. Minnesota's moderate climate allows for more than 300 days of free cooling annually. Additionally, cutting-edge technologies in data center cooling have been implemented globally using lake water. Minnesota is home to nearly 12,000 lakes of 10 or more acres.

Tornados are not a concern in Minnesota. According to historical data by the National Oceanic and Atmospheric Administration, less than four percent of tornadoes in the country took place in the state. This low occurrence makes Minnesota a safe place for data centers.



MINNESOTA AVERAGE SEASONAL TEMPERATURES

Season	Temp (degrees F) Northern Minnesota	Temp (degrees F) Southern Minnesota
Winter	6	16
Spring	36	44
Summer	60	70
Fall	38	46

Source: Minnesota Department of Natural Resources Climatology Office historic climate data

Minnesota has some of the lowest energy costs in the country, and electricity is exempt from sales tax. With electricity use on the rise and a typical data center utilizing 120 to 200 million watts of electricity annually, a data center can save millions of dollars (based on average electricity price per kilowatt/hour) by locating its operations in Minnesota, when compared to national averages.

MINNESOTA ENERGY RATES

	Minnesota	United States
Typical electric bill – industrial ⁽¹⁾	\$29,905 per month	\$37,567 per month
Typical electric bill – commercial ⁽²⁾	\$1,194 per month	\$1,541 per month
Avg. annual electric price – industrial	6.31¢ per kilowatt/hour	6.54¢ per kilowatt/hour
Avg. annual electric price – commercial	8.84¢ per kilowatt/hour	10.09¢ per kilowatt/hour

(1) Annualized Rates. Midload factor of 400,000 kWh.

(2) Annualized Rates. Midload factor of 14,000 kWh.

Sources: Typical Bills and Average Rates Report, Summer 2013.

Energy Information Administration, Annual Electricity Data, 2012.

Minnesota also has one of the highest reliability rates for electricity in the country, ranking at the high end of the first quartile for electric power reliability. Some of the largest providers of electricity in Minnesota include: Minnesota Power, Xcel Energy, Great River Energy, Otter Tail Power, Connexus Energy, Dakota Electric and East Central Energy. In addition, there are 125 municipally owned and operated electric utilities. **All of the electric utilities in the state offer both special high-use rates and back-up power programs to select customers.**

Locate Your Data Center in Minnesota

FIND YOUR CENTER: RELIABLE AND CUTTING-EDGE INFRASTRUCTURE

Minnesota is heavily connected to fiber, cable, DSL and wireless broadband networks, with the infrastructure in place to help prospective data centers locate and expand.

Seventy-eight percent of Minnesota residents used broadband in 2012, an increase of five percent from the previous year.

Nearly 96 percent of Minnesotans have fixed broadband available at speeds of 3 Mbps download/768 Kbps upload; when mobile broadband is included, 99.8 percent of Minnesota households have access at this speed tier (both excluding satellite services).

BROADBAND USE AT HOME IN MINNESOTA

Technology	Percent of Population	
	Minnesota	U.S.
Cable Modem	50%	50%
DSL	35%	31%
Fiber	8%	9%
Fixed Wireless	5%	5%
Satellite	8%	6%
Power Lines	2%	3%
Wireless Wi-Fi	4%	4%

Source: ConnectMN.Org

TOP BROADBAND COMPANIES IN MINNESOTA BY EMPLOYMENT

Company Name	Employment
AT&T	850
Verizon Wireless	350
Advanstar Inc	300
Hickory Tech Corp	300
Arvig Communication Systems	202
Frontier Communications	200
Integra Telecom	200
Brocade Communications Systems	150
Diversified Adjustment Svc Inc.	150
Multiband Corp	150
Ventures Solutions	150
Communications Systems Inc.	120
Comcast Cable	101
Northern American Comms Inc.	101
POPP.COM	101

Source: ReferenceUSA.



Source: Enventis, Hickory Tech.

RECENT DATA CENTER ACTIVITY

TIER THREE DATA CENTER ACTIVITY

Company	Square Feet	Investment	Year
UnitedHealth Group	250,000	\$250 million	2010
Thomson Reuters	50,000	\$140 million	2007-2008
Target	161,300	\$125 million	2007
UnitedHealth Group	185,000	\$125 million	2007
Unisys	130,000	*	2007
Iron Gate Solutions	80,000	*	2010

OTHER DATA CENTER ACTIVITY

Involta	34,000	\$12.8 million	2012
Five 9's Digital	138,000	\$75 - \$100 million	2012
Mayo Clinic	60,000	*	2012
Visi Inc.	6,000	\$10 million	2012

PROJECTS UNDERWAY

ViaWest	150,000	*	2013
Stream	50,000	*	2013
Compass	50,000	*	2013

*Not available.

Find your center in Minnesota. LOCATE YOUR DATA CENTER HERE!

FIND YOUR CENTER: NETWORKING YOUR NETWORK

Minnesota is home to 18 Fortune 500 company headquarters.

2013 FORTUNE 500 COMPANIES IN MINNESOTA	
Company	Rank
UnitedHealth Group	17
Target	36
Best Buy	61
CHS	69
Supervalu	86
3M	101
U.S. Bancorp	132
General Mills	169
Medtronic	172
Land O'Lakes	194
Ecolab	229
C.H. Robinson Worldwide	237
Mosaic	246
Ameriprise Financial	263
Xcel Energy	266
Hormel Foods	319
Thrivent Financial for Lutherans	325
St. Jude Medical	457

Source: Fortune 500, 2013.

Minnesota has the professional network and experience to help your data center succeed. Nearly 360 data processing, hosting, and related establishments employ 7,000 workers in Minnesota. Among these are UnitedHealth Group, Thomson Reuters and Target.

FIND YOUR CENTER: HIGH QUALITY, REASONABLE COST WORKFORCE

Minnesota has a labor force of 2.6 million and an unemployment rate that was ninth lowest in the U.S. in 2013 (4.6 percent).

The state's average commute time was 22.9 minutes, 16th lowest in the country.

Minnesota is ready to deliver a highly educated workforce for any data center, thanks to our second-highest high school graduation rate in the country.

Minnesota's colleges and universities awarded nearly 101,700 degrees in the 2010-2011 school year. Of those, 3,246 degrees were awarded in computer and information sciences and communications technologies. Additionally, Minnesota has 31 state-supported technical colleges, community colleges and universities.

EDUCATIONAL ATTAINMENT COMPARISON

Educational Attainment	MN	US	MN Rank
High school graduation or higher	92.5%	86.4%	2nd
Bachelor's degree or higher	33.2%	29.1%	11th

Source: 2012 American Community Survey.

OCCUPATIONAL WAGE AND EMPLOYMENT COMPARISON

Occupation	Median Hourly Rate		Employment	
	MN	US	MN	US
Total, All Occupations	\$18.08	\$17.03	2,641,110	130,287,700
Computer and Information Research Scientists	\$60.28	\$50.09	N/A	24,880
Computer Systems Analysts	\$37.64	\$39.06	12,740	482,040
Information Security Analysts	\$43.47	\$42.24	1,340	72,670
Computer Programmers	\$35.39	\$36.41	5,980	316,790
Software Developers, Applications	\$44.17	\$44.15	12,710	586,340
Software Developers, Systems Software	\$45.83	\$48.52	8,630	391,700
Web Developers	\$32.54	\$30.64	2,350	102,940
Database Administrators	\$38.31	\$37.79	2,540	111,590
Network and Computer Systems Administrators	\$34.74	\$35.56	8,520	350,320
Computer Network Architects	\$41.97	\$44.61	3,660	137,890
Computer User Support Specialists	\$23.25	\$22.76	10,700	525,630
Computer Network Support Specialists	\$29.43	\$28.97	3,230	167,980
Computer Occupations, All Other	\$35.32	\$39.78	7,010	185,730
Actuaries	\$45.10	\$45.92	810	21,340
Operations Research Analysts	\$39.69	\$35.34	1,580	69,180
Statisticians	\$39.91	\$37.04	670	25,570
Mathematical Technicians	\$46.99	\$27.86	280	1,150
Mathematical Scientists, All Other	\$31.97	\$27.51	30	1,220

Source: Occupational Employment Statistics, Minnesota Department of Employment and Economic Development.



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